

# PHARMANUTRA

**BUY**

Sector: Consumers

Price: Eu53.60 - Target: Eu87.00

## Strong FY24 for Recurring Business, L/T Expansion on Track

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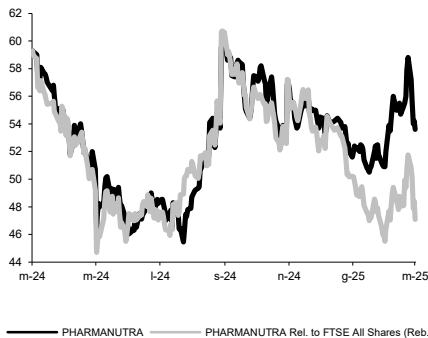
### Stock Rating

<b>Rating:</b>	Unchanged		
<b>Target Price (Eu):</b>	Unchanged		
	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
<b>Chg in Adj EPS</b>	-1.1%	-0.5%	0.2%

### Next Event

1Q25 Results Out 12 May

### PHARMANUTRA - 12M Performance



### Stock Data

Reuters code:	PHNU.MI		
Bloomberg code:	PHN IM		
<b>Performance</b>	<b>1M</b>	<b>3M</b>	<b>12M</b>
Absolute	3.1%	-1.7%	-9.6%
Relative	1.4%	-11.9%	-23.5%
12M (H/L)	60.20/45.45		
3M Average Volume (th):	6.79		

### Shareholder Data

No. of Ord shares (mn):	10
Total no. of shares (mn):	10
Mkt Cap Ord (Eu mn):	519
Total Mkt Cap (Eu mn):	519
Mkt Float - Ord (Eu mn):	182
Mkt Float (in %):	35.0%
Main Shareholder:	
Andrea Lacorte	31.4%

### Balance Sheet Data

Book Value (Eu mn):	74
BVPS (Eu):	7.60
P/BV:	7.1
Net Financial Position (Eu mn):	17
Enterprise Value (Eu mn):	502

■ **FY24 results** were broadly in line with our estimates, while the FY25 outlook foresees slight margin reduction (in line with our previous estimates, -0.5pp YoY). On FY24, the company had already reported preliminary turnover of Eu115mn, practically in line with our estimate (Eu117.2mn), confirming a double-digit trend in 4Q (+11%) after the robust +17% posted in the first nine months of the year, still driven by solid trends in foreign markets (FY: +24% YoY, 34% of net sales) and a good pace in Italy (4Q: +14%, 3Q: +21%, 2Q: +14% YoY, 1Q: -3%), despite a challenging competitive environment. Akern contributed c.5% of total sales (€5.9mn), while new initiatives had a marginal impact on the top line, except for China (€1.8mn). Despite steady investments in start-up costs for new initiatives (FY: €6mn, 9M: €4mn, 1H: €2.8mn) that led to a 21.4% margin in 4Q (-4.6pp YoY), the FY margin on net sales came to 26.9% (+0.5pp YoY). Excluding start-up costs, recurring business profitability remained strong (FY: 31.4%, 9M: 33.0%, 1H: 31.2%, FY23: 30.4%). Adj. net profit was €16.6mn (14.4% margin), -9% vs. our expectations mostly due the higher investments in new initiatives and higher taxes. The icing on the cake was solid FCFO (€21mn, our exp. €19mn), which, combined with CapEx (€3.6mn, -€1.1mn vs. our exp.), dividends (€8.2mn) and buyback (€0.3mn), drove a return to a stronger net cash position at €5.6mn (our exp. €2.3mn). DPS raised to €1.07 (+17% YoY, 58% payout).

■ **Positive tone from conference call.** Management expects FY25 recurring business growth to be in line with FY24, supported by strong cash generation. Significant investments will lead to a slight reduction in margins over the next two years. No major CapEx after the new HQ, but increased OpEx to drive development; M&A will be considered if attractive targets emerge. No significant impact on US business from the trade war, with the possibility of relocating production if needed. Implementation of the American market development plan through PharmaNutra USA, with the first results expected in 2H25 and gradual, significant consolidation over the next two years. Apportal distribution starting in new countries (China, Spain, US). Ongoing international tensions and geopolitical uncertainties create macroeconomic instability, potentially affecting corporate objectives.

■ **Change in estimates.** We are raising our FY25-27 top line estimates by 1-2%, but factoring in a 1pp margin drop to account for investments in new ventures. This leads to a 4% cut in 2025 EBITDA, partially offset at EPS level (-1% vs. prior estimates) by lower D&A.

■ **BUY confirmed; target still €87.** On our new estimates, we reiterate our BUY rating and our DCF-based TP at €87, which offers >60% upside to current prices. FY24 results strengthened visibility on the consensus trajectory for FY25, despite a more volatile macro environment and ongoing investments in new ventures, which will affect margins in the short term. We believe the market is ready to reassess a strong, long-term growth story, especially as upcoming quarters offer greater visibility on new strategic initiatives, as already highlighted by the strong initial sales momentum in China. Based on management hints provided at the 2023 Investor Day, new business opportunities could unlock significant further growth in both sales (2022-30 CAGR +19% vs. +11% organic) and EBITDA (CAGR +20% vs. 13% organic), resulting in huge, long-term upside worth up to €90-100/share on top of our TP. On recurring business, PHN looks very well placed in a steadily-growing industry thanks to undisputed leadership in solid oral iron supplements, high entry barriers due to IP protection, and a relentless commitment to R&D.

Key Figures & Ratios	2023A	2024A	2025E	2026E	2027E
Sales (Eu mn)	100	115	130	144	158
EBITDA Adj (Eu mn)	26	31	34	37	41
Net Profit Adj (Eu mn)	15	17	21	23	25
EPS New Adj (Eu)	1.597	1.716	2.173	2.382	2.623
EPS Old Adj (Eu)	1.596	1.888	2.197	2.393	2.618
DPS (Eu)	0.850	1.000	1.086	1.191	1.311
EV/EBITDA Adj	20.6	16.7	14.6	13.1	11.6
EV/EBIT Adj	23.3	18.9	16.5	14.8	13.2
P/E Adj	33.6	31.2	24.7	22.5	20.4
Div. Yield	1.6%	1.9%	2.0%	2.2%	2.4%
Net Debt/EBITDA Adj	0.1	-0.2	-0.5	-0.8	-1.1

**PHARMANUTRA – Key Figures**

<b>Profit &amp; Loss (Eu mn)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
Sales	83	100	115	130	144	158
EBITDA	24	26	31	34	37	41
EBIT	23	23	27	31	33	36
Financial Income (charges)	0	-0	-0	-0	0	0
Associates & Others	0	0	0	0	0	0
Pre-tax Profit	23	23	27	30	33	37
Taxes	-8	-10	-11	-9	-10	-11
Tax rate	35.7%	44.8%	39.1%	30.5%	30.5%	30.5%
Minorities & Discontinued Operations	0	0	0	0	0	0
Net Profit	15	13	17	21	23	25
EBITDA Adj	24	26	31	34	37	41
EBIT Adj	23	23	27	31	33	36
Net Profit Adj	15	15	17	21	23	25
<b>Per Share Data (Eu)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
Total Shares Outstanding (mn) - Average	10	10	10	10	10	10
Total Shares Outstanding (mn) - Year End	10	10	10	10	10	10
EPS f.d	1.554	1.326	1.710	2.173	2.382	2.623
EPS Adj f.d	1.554	1.597	1.716	2.173	2.382	2.623
BVPS f.d	5.263	5.620	6.425	7.601	8.901	10.336
Dividend per Share ORD	0.800	0.850	1.000	1.086	1.191	1.311
Dividend per Share SAV	0.000	0.000	0.000	0.000	0.000	0.000
Dividend Payout Ratio (%)	51.5%	64.1%	58.5%	50.0%	50.0%	50.0%
<b>Cash Flow (Eu mn)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
Gross Cash Flow	16	16	20	25	27	30
Change in NWC	-2	-4	0	-1	-1	-1
Capital Expenditure	-11	-13	-4	-3	-3	-3
Other Cash Items	0	0	0	0	0	0
Free Cash Flow (FCF)	3	-1	17	21	23	25
Acquisitions, Divestments & Other Items	-11	0	0	0	0	0
Dividends	-7	-8	-8	-10	-10	-11
Equity Financing/Buy-back	0	0	0	0	0	0
Change in Net Financial Position	-19	-9	9	11	13	14
<b>Balance Sheet (Eu mn)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
Total Fixed Assets	40	53	52	51	50	48
Net Working Capital	10	11	13	14	16	17
Long term Liabilities	-9	-7	-8	-8	-8	-8
Net Capital Employed	40	57	57	57	57	57
Net Cash (Debt)	11	-3	6	17	29	43
Group Equity	51	54	62	74	86	100
Minorities	0	0	0	0	0	0
Net Equity	51	54	62	74	86	100
<b>Enterprise Value (Eu mn)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
Average Mkt Cap	627	542	524	519	519	519
Adjustments (Associate & Minorities)	0	0	0	0	0	0
Net Cash (Debt)	11	-3	6	17	29	43
Enterprise Value	616	545	518	502	490	476
<b>Ratios (%)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
EBITDA Adj Margin	29.4%	26.4%	26.9%	26.5%	26.0%	25.8%
EBIT Adj Margin	27.9%	23.3%	23.7%	23.5%	23.0%	22.8%
Gearing - Debt/Equity	-20.9%	4.8%	-8.9%	-22.6%	-34.0%	-43.2%
Interest Cover on EBIT	nm	233.6	129.1	117.7	nm	nm
Net Debt/EBITDA Adj	-0.4	0.1	-0.2	-0.5	-0.8	-1.1
ROACE*	80.4%	48.0%	48.2%	53.7%	58.2%	63.5%
ROE*	31.3%	29.3%	28.5%	31.0%	28.9%	27.3%
EV/CE	21.5	11.2	9.1	8.8	8.6	8.4
EV/Sales	7.5	5.4	4.5	3.9	3.4	3.0
EV/EBITDA Adj	25.3	20.6	16.7	14.6	13.1	11.6
EV/EBIT Adj	26.8	23.3	18.9	16.5	14.8	13.2
Free Cash Flow Yield	0.6%	-0.2%	3.3%	4.0%	4.5%	4.9%
<b>Growth Rates (%)</b>	<b>2022A</b>	<b>2023A</b>	<b>2024A</b>	<b>2025E</b>	<b>2026E</b>	<b>2027E</b>
Sales	21.4%	21.1%	15.3%	12.6%	10.8%	9.9%
EBITDA Adj	21.3%	8.7%	17.2%	10.9%	8.8%	9.1%
EBIT Adj	23.3%	1.4%	17.2%	11.5%	8.5%	9.0%
Net Profit Adj	13.0%	2.7%	7.5%	26.6%	9.7%	10.1%
EPS Adj	13.0%	2.7%	7.5%	26.6%	9.7%	10.1%
DPS	12.7%	6.3%	17.6%	8.6%	9.7%	10.1%

\*Excluding extraordinary items

Source: Intermonte SIM estimates

## 4Q/FY Results

### PharmaNutra – 4Q/FY24 Results: P&L

P&L, Eu mn	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	FY23A	1Q24A	2Q24A	1H24A	3Q24A	9M24A	4Q24A	FY24A	FY24E	A/E
<b>Net Revenues</b>	<b>23.6</b>	<b>26.0</b>	<b>49.6</b>	<b>21.8</b>	<b>71.4</b>	<b>28.8</b>	<b>100.2</b>	<b>23.7</b>	<b>32.3</b>	<b>56.1</b>	<b>27.4</b>	<b>83.5</b>	<b>32.0</b>	<b>115.5</b>	<b>117.2</b>	<b>-1%</b>
YoY growth	25.3%	24.7%	25.0%	6.0%	18.5%	28.1%	21.1%	0.5%	24.3%	13.0%	25.7%	16.8%	11.3%	15.3%	17.0%	
Other revenues	1.0	-0.4	0.6	0.1	0.8	1.0	1.8	0.3	0.6	0.9	0.1	1.0	0.4	1.4	1.1	
<b>Total Revenues</b>	<b>24.6</b>	<b>25.7</b>	<b>50.2</b>	<b>21.9</b>	<b>72.2</b>	<b>29.8</b>	<b>102.0</b>	<b>24.0</b>	<b>33.0</b>	<b>57.0</b>	<b>27.5</b>	<b>84.5</b>	<b>32.4</b>	<b>116.9</b>	<b>118.3</b>	<b>-1%</b>
YoY growth	29.6%	22.5%	25.8%	6.5%	19.2%	30.3%	22.3%	-2.2%	28.4%	13.4%	25.3%	17.0%	8.9%	14.7%	16.0%	
Opex	(18.0)	(18.2)	(36.2)	(17.0)	(53.2)	(22.3)	(75.5)	(19.1)	(21.7)	(40.8)	(19.5)	(60.3)	(25.6)	(85.9)	(85.3)	
<b>Adj. EBITDA</b>	<b>6.6</b>	<b>7.5</b>	<b>14.1</b>	<b>5.0</b>	<b>19.0</b>	<b>7.5</b>	<b>26.5</b>	<b>5.0</b>	<b>11.2</b>	<b>16.2</b>	<b>8.0</b>	<b>24.2</b>	<b>6.8</b>	<b>31.0</b>	<b>33.0</b>	<b>-6%</b>
YoY growth	25.0%	4.5%	13.2%	-25.5%	-0.3%	41.7%	8.7%	-24.8%	50.5%	15.3%	60.8%	27.2%	-8.2%	17.2%	24.5%	
<b>as % of net sales</b>	<b>27.9%</b>	<b>28.7%</b>	<b>28.3%</b>	<b>22.8%</b>	<b>26.6%</b>	<b>25.9%</b>	<b>26.4%</b>	<b>20.9%</b>	<b>34.8%</b>	<b>28.9%</b>	<b>29.2%</b>	<b>29.0%</b>	<b>21.4%</b>	<b>26.9%</b>	<b>28.1%</b>	
EBITDA	7.4	6.7	14.1	5.0	19.0	7.5	26.5	5.0	11.2	16.2	8.0	24.2	6.8	31.0	33.0	-6%
YoY growth	40.2%	-6.6%	13.2%	-25.5%	-0.3%	41.7%	8.7%	-32.9%	68.5%	15.3%	60.8%	27.2%	-8.2%	17.2%	24.5%	
<b>as % of net sales</b>	<b>31.3%</b>	<b>25.7%</b>	<b>28.3%</b>	<b>22.8%</b>	<b>26.6%</b>	<b>25.9%</b>	<b>26.4%</b>	<b>20.9%</b>	<b>34.8%</b>	<b>28.9%</b>	<b>29.2%</b>	<b>29.0%</b>	<b>21.4%</b>	<b>26.9%</b>	<b>28.1%</b>	
<b>Adj. EBIT</b>	<b>6.2</b>	<b>7.0</b>	<b>13.2</b>	<b>4.6</b>	<b>17.8</b>	<b>5.6</b>	<b>23.4</b>	<b>4.1</b>	<b>10.4</b>	<b>14.5</b>	<b>6.7</b>	<b>21.1</b>	<b>6.2</b>	<b>27.4</b>	<b>28.5</b>	<b>-4%</b>
as % of net sales	26.1%	27.0%	26.6%	20.9%	24.9%	19.5%	23.3%	17.2%	32.2%	25.8%	24.3%	25.3%	19.5%	23.7%	24.3%	
EBIT	7.0	6.2	13.2	4.6	17.8	5.6	23.4	4.1	10.4	14.5	6.7	21.1	6.2	27.4	28.5	-4%
as % of net sales	29.5%	24.0%	26.6%	20.9%	24.9%	19.5%	23.3%	17.2%	32.2%	25.8%	24.3%	25.3%	19.5%	23.7%	24.3%	
PBT	7.1	6.1	13.2	4.5	17.7	5.6	23.3	4.0	10.2	14.2	6.5	20.8	6.4	27.2	28.1	-3%
taxes	(1.7)	(4.3)	(6.0)	(2.0)	(8.0)	(2.5)	(10.4)	(1.4)	(4.0)	(5.4)	(2.3)	(7.6)	(3.0)	(10.6)	(9.8)	
tax rate (%)	23.3%	70.6%	45.2%	44.3%	45.0%	44.3%	44.8%	34.6%	38.7%	37.6%	34.7%	36.7%	46.9%	39.1%	35.0%	
Net income	5.4	1.8	7.2	2.5	9.7	3.1	12.8	2.6	6.3	8.9	4.3	13.2	3.4	16.6	18.3	-9%
YoY growth	55.8%	-62.1%	-12.1%	-45.8%	-24.2%	42.2%	-14.7%	-51.6%	247.9%	23.0%	71.0%	35.3%	9.0%	29.4%	42.4%	
EPS (€)	€ 0.56	€ 0.19	€ 0.75	€ 0.26	€ 1.01	€ 0.32	€ 1.33	€ 0.27	€ 0.65	€ 0.92	€ 0.44	€ 1.36	€ 0.35	€ 1.72	€ 1.89	
<b>Adj. Net income</b>	<b>4.6</b>	<b>4.6</b>	<b>9.3</b>	<b>2.5</b>	<b>11.8</b>	<b>3.7</b>	<b>15.5</b>	<b>2.6</b>	<b>6.3</b>	<b>8.9</b>	<b>4.3</b>	<b>13.2</b>	<b>3.4</b>	<b>16.6</b>	<b>18.3</b>	<b>-9%</b>
YoY growth	32.9%	-2.1%	12.8%	-45.8%	-8.2%	68.4%	2.7%	-43.2%	34.8%	-4.1%	71.0%	11.8%	-8.0%	7.5%	18.3%	
<b>Adj. EPS (€)</b>	<b>€ 0.48</b>	<b>€ 0.48</b>	<b>€ 0.96</b>	<b>€ 0.26</b>	<b>€ 1.22</b>	<b>€ 0.38</b>	<b>€ 1.60</b>	<b>€ 0.27</b>	<b>€ 0.65</b>	<b>€ 0.92</b>	<b>€ 0.44</b>	<b>€ 1.36</b>	<b>€ 0.35</b>	<b>€ 1.72</b>	<b>€ 1.89</b>	
<b>NFP (+cash/-debt)</b>	<b>2.9</b>	<b>(10.0)</b>	<b>(10.0)</b>	<b>(9.9)</b>	<b>(9.9)</b>	<b>(2.6)</b>	<b>(2.6)</b>	<b>(6.0)</b>	<b>(4.5)</b>	<b>(4.5)</b>	<b>0.5</b>	<b>0.5</b>	<b>6.1</b>	<b>5.6</b>	<b>3.2</b>	<b>71%</b>
x EBITDA							-0.1x							0.2x	0.1x	

Source: Intermonte SIM (E), Company Data (A)

### PharmaNutra – 4Q/FY24 Results: FCF & Net Financial Position

FCF, Eu mn	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	FY23A	1Q24A	2Q24A	1H24A	3Q24A	9M24A	4Q24A	FY24A	FY24E	A-E
Net income	5.4	1.8	7.2	2.5	9.7	3.1	12.8	2.6	6.3	8.9	4.3	13.2	3.4	16.6	18.3	(1.7)
D&A	0.4	0.4	0.9	0.4	1.3	1.9	3.1	0.9	0.8	1.7	1.4	3.1	0.6	3.7	4.5	(0.8)
NWC & Other	(7.9)	0.0	(7.9)	0.1	(7.8)	3.9	(3.9)	(5.8)	3.0	(2.8)	0.5	(2.2)	2.4	0.2	(3.7)	3.9
<b>FCFO</b>	<b>(2.1)</b>	<b>2.3</b>	<b>0.2</b>	<b>3.0</b>	<b>3.2</b>	<b>8.9</b>	<b>12.1</b>	<b>(2.3)</b>	<b>10.1</b>	<b>7.8</b>	<b>6.2</b>	<b>14.0</b>	<b>6.5</b>	<b>20.5</b>	<b>19.0</b>	<b>1.5</b>
Capex	(3.6)	(6.2)	(9.8)	(2.5)	(12.3)	(1.0)	(13.2)	(0.8)	(0.5)	(1.3)	(1.5)	(2.7)	(0.9)	(3.6)	(4.7)	1.1
as % of net sales	15.2%	23.7%	19.7%	11.5%	17.2%	3.4%	13.2%	3.3%	1.5%	2.3%	5.3%	3.3%	2.7%	3.1%	4.0%	
<b>Equity FCF</b>	<b>(6.1)</b>	<b>(3.9)</b>	<b>(9.6)</b>	<b>0.5</b>	<b>(9.0)</b>	<b>7.9</b>	<b>(1.2)</b>	<b>(3.1)</b>	<b>9.6</b>	<b>6.6</b>	<b>4.7</b>	<b>11.3</b>	<b>5.6</b>	<b>16.9</b>	<b>14.3</b>	<b>2.6</b>
M&A	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
dividend	-	(7.7)	(7.7)	-	(7.7)	-	(7.7)	-	(8.2)	(8.2)	-	(8.2)	-	(8.2)	(8.2)	0.0
buybacks	(1.6)	(0.3)	(1.6)	-	(1.6)	(0.0)	(1.7)	-	(0.3)	(0.3)	(0.2)	(0.6)	-	(0.6)	(0.3)	(0.3)
equity financing	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Other (IFRS16, etc..)	0.0	(1.8)	(1.8)	(0.4)	(2.2)	(0.6)	(2.7)	(0.4)	0.4	0.0	0.5	0.6	-	(0.0)	-	(0.0)
<b>Change in NFP</b>	<b>(7.7)</b>	<b>(12.9)</b>	<b>(20.7)</b>	<b>0.1</b>	<b>(20.5)</b>	<b>7.3</b>	<b>(13.3)</b>	<b>(3.4)</b>	<b>1.5</b>	<b>(1.9)</b>	<b>5.0</b>	<b>3.1</b>	<b>5.6</b>	<b>8.2</b>	<b>5.9</b>	<b>2.3</b>
<b>NFP (+cash/-debt)</b>	<b>2.9</b>	<b>(10.0)</b>	<b>(10.0)</b>	<b>(9.9)</b>	<b>(9.9)</b>	<b>(2.6)</b>	<b>(2.6)</b>	<b>(6.0)</b>	<b>(4.5)</b>	<b>(4.5)</b>	<b>0.5</b>	<b>0.5</b>	<b>6.1</b>	<b>5.6</b>	<b>3.2</b>	<b>2.3</b>
x EBITDA							-0.1x							0.2x	0.1x	

Source: Intermonte SIM (E), Company Data (A)

**PharmaNutra – 4Q/FY24 Results: Mix by Product and Geography**

By Product, Eu mn	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	FY23A	1Q24A	2Q24A	1H24A	3Q24A	9M24A	4Q24A	FY24A	FY24E	A/E
<b>Sideral</b>	<b>16.1</b>	<b>18.7</b>	<b>34.8</b>	<b>15.5</b>	<b>50.3</b>	<b>21.2</b>	<b>71.5</b>	<b>15.7</b>	<b>23.3</b>	<b>39.1</b>	<b>18.7</b>	<b>57.8</b>	<b>22.9</b>	<b>80.6</b>	<b>82.0</b>	<b>-2%</b>
growth YoY	14.5%	26.0%	20.4%	11.1%	17.4%	33.3%	21.7%	-2.3%	24.6%	12.2%	20.7%	14.8%	7.8%	12.7%	15.0%	
as % of FP revenues	70.7%	73.0%	71.9%	72.9%	72.2%	74.9%	73.0%	69.0%	73.6%	71.7%	69.9%	71.1%	72.8%	71.6%	72.0%	
<b>Cetilar</b>	<b>2.4</b>	<b>2.5</b>	<b>4.9</b>	<b>2.2</b>	<b>7.1</b>	<b>2.9</b>	<b>10.1</b>	<b>2.6</b>	<b>2.9</b>	<b>5.5</b>	<b>2.6</b>	<b>8.1</b>	<b>3.3</b>	<b>11.4</b>	<b>11.3</b>	<b>1%</b>
growth YoY	33.5%	20.6%	26.7%	14.0%	22.4%	26.1%	23.5%	7.3%	15.8%	11.6%	17.1%	13.3%	13.3%	13.3%	12.5%	
as % of FP revenues	10.6%	9.6%	10.1%	10.5%	10.2%	10.3%	10.3%	11.4%	9.0%	10.0%	9.7%	9.9%	10.6%	10.1%	9.9%	
<b>Apportal</b>	<b>1.8</b>	<b>2.2</b>	<b>4.1</b>	<b>2.0</b>	<b>6.1</b>	<b>2.0</b>	<b>8.1</b>	<b>2.2</b>	<b>3.0</b>	<b>5.2</b>	<b>3.1</b>	<b>8.3</b>	<b>2.2</b>	<b>10.5</b>	<b>10.9</b>	<b>-4%</b>
growth YoY	31.1%	-5.8%	7.8%	-19.6%	-3.3%	3.2%	-2%	20.7%	32.6%	27.3%	53.9%	36.2%	9%	30%	35.0%	
as % of FP revenues	8.0%	8.8%	8.4%	9.6%	8.8%	7.0%	8.3%	9.6%	9.4%	9.5%	11.8%	10.2%	6.9%	9.3%	9.6%	
<b>Ultramag</b>	<b>0.3</b>	<b>0.3</b>	<b>0.6</b>	<b>0.2</b>	<b>0.8</b>	<b>0.2</b>	<b>1.0</b>	<b>0.2</b>	<b>0.4</b>	<b>0.7</b>	<b>0.5</b>	<b>1.2</b>	<b>0.3</b>	<b>1.5</b>	<b>1.5</b>	<b>-5%</b>
growth YoY	33.0%	39.4%	36.5%	-11.7%	19.9%	9.3%	17.2%	-5.0%	32.6%	15.9%	166.3%	53.9%	3.6%	41.7%	50.0%	
as % of FP revenues	1.1%	1.3%	1.2%	0.9%	1.1%	0.9%	1.0%	1.1%	1.3%	1.2%	2.0%	1.5%	0.8%	1.3%	1.3%	
<b>Other Trademarks</b>	<b>0.6</b>	<b>0.7</b>	<b>1.4</b>	<b>0.4</b>	<b>1.7</b>	<b>0.5</b>	<b>2.3</b>	<b>0.6</b>	<b>0.8</b>	<b>1.4</b>	<b>0.5</b>	<b>1.8</b>	<b>0.9</b>	<b>2.8</b>	<b>2.7</b>	<b>3%</b>
growth YoY	10.8%	-3.9%	2.5%	-16.8%	-2.6%	-18.3%	-6.6%	-7.4%	6.5%	0.0%	24.1%	5.4%	81.0%	22.5%	5.0%	
as % of FP revenues	2.8%	2.8%	2.8%	1.8%	2.5%	1.8%	2.3%	2.6%	2.4%	2.5%	1.8%	2.3%	2.9%	2.5%	2.4%	
<b>Akern</b>	<b>1.5</b>	<b>1.2</b>	<b>2.7</b>	<b>0.9</b>	<b>3.6</b>	<b>1.4</b>	<b>5.0</b>	<b>1.4</b>	<b>1.3</b>	<b>2.8</b>	<b>1.3</b>	<b>4.1</b>	<b>1.9</b>	<b>5.9</b>	<b>5.5</b>	<b>7%</b>
<b>FP Revenues</b>	<b>22.8</b>	<b>25.6</b>	<b>48.4</b>	<b>21.3</b>	<b>69.7</b>	<b>28.3</b>	<b>98.0</b>	<b>22.8</b>	<b>31.7</b>	<b>54.5</b>	<b>26.8</b>	<b>81.2</b>	<b>31.4</b>	<b>112.6</b>	<b>113.9</b>	<b>-1%</b>
growth YoY	26.3%	26.5%	26.4%	6.1%	19.4%	28.3%	21.8%	0.1%	23.6%	12.6%	25.8%	16.6%	10.9%	14.9%	16.2%	
<b>Raw Materials</b>	<b>0.8</b>	<b>0.4</b>	<b>1.2</b>	<b>0.5</b>	<b>1.8</b>	<b>0.5</b>	<b>2.2</b>	<b>0.9</b>	<b>0.7</b>	<b>1.6</b>	<b>0.6</b>	<b>2.2</b>	<b>0.6</b>	<b>2.9</b>	<b>3.3</b>	<b>-14%</b>
growth YoY	3.7%	14.8%	11.4%	4.2%	-8.4%	18.7%	-3.9%	10.3%	67.5%	29.1%	19.8%	26.3%	40.4%	29.2%	50.0%	
as of net sales	3.5%	1.6%	2.5%	2.4%	2.5%	1.6%	2.2%	3.9%	2.1%	2.8%	2.3%	2.7%	2.0%	2.5%	2.8%	
<b>Net Revenues</b>	<b>23.6</b>	<b>26.0</b>	<b>49.6</b>	<b>21.8</b>	<b>71.4</b>	<b>28.8</b>	<b>100.2</b>	<b>23.7</b>	<b>32.3</b>	<b>56.1</b>	<b>27.4</b>	<b>83.5</b>	<b>32.0</b>	<b>115.5</b>	<b>117.2</b>	<b>-1%</b>
Growth YoY	25.3%	24.7%	25.0%	6.0%	18.5%	28.1%	21.1%	0.5%	24.3%	13.0%	25.7%	16.8%	11.3%	15.3%	17.0%	

By Geography (Eu m)	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	FY23A	1Q24A	2Q24A	1H24A	3Q24A	9M24A	4Q24A	FY24A	FY24E	A/E
<b>Italy</b>	<b>16.6</b>	<b>18.9</b>	<b>35.5</b>	<b>14.8</b>	<b>50.3</b>	<b>17.7</b>	<b>68.0</b>	<b>16.1</b>	<b>21.5</b>	<b>37.5</b>	<b>18.0</b>	<b>55.5</b>	<b>20.0</b>	<b>75.5</b>	<b>77.4</b>	<b>-2%</b>
growth YoY	27.1%	18.8%	22.6%	3.6%	16.3%	10.7%	14.8%	-3.2%	13.6%	5.7%	21.0%	10.2%	13.6%	11.1%	13.8%	
as of net sales	70.3%	72.5%	71.5%	68.1%	70.4%	61.4%	67.8%	67.7%	66.3%	66.9%	65.5%	66.5%	62.6%	65.4%	66.0%	
<b>RoW</b>	<b>7.0</b>	<b>7.1</b>	<b>14.2</b>	<b>7.0</b>	<b>21.1</b>	<b>11.1</b>	<b>32.2</b>	<b>7.7</b>	<b>10.9</b>	<b>18.6</b>	<b>9.4</b>	<b>28.0</b>	<b>12.0</b>	<b>39.9</b>	<b>39.9</b>	<b>0%</b>
growth YoY	21.2%	43.5%	31.5%	11.7%	24.3%	71.0%	37.2%	9.4%	52.4%	31.1%	35.7%	32.6%	7.8%	23.9%	23.7%	
as of net sales	29.7%	27.5%	28.5%	31.9%	29.6%	38.6%	32.2%	32.3%	33.7%	33.1%	34.5%	33.5%	37.4%	34.6%	34.0%	
<b>Net Revenues</b>	<b>23.6</b>	<b>26.0</b>	<b>49.6</b>	<b>21.8</b>	<b>71.4</b>	<b>28.8</b>	<b>100.2</b>	<b>23.7</b>	<b>32.3</b>	<b>56.1</b>	<b>27.4</b>	<b>83.5</b>	<b>32.0</b>	<b>115.4</b>	<b>117.2</b>	<b>-2%</b>
Growth YoY	25.3%	24.7%	25.0%	6.0%	18.5%	28.1%	21.1%	0.5%	24.3%	13.0%	25.7%	16.8%	11.3%	15.3%	17.0%	

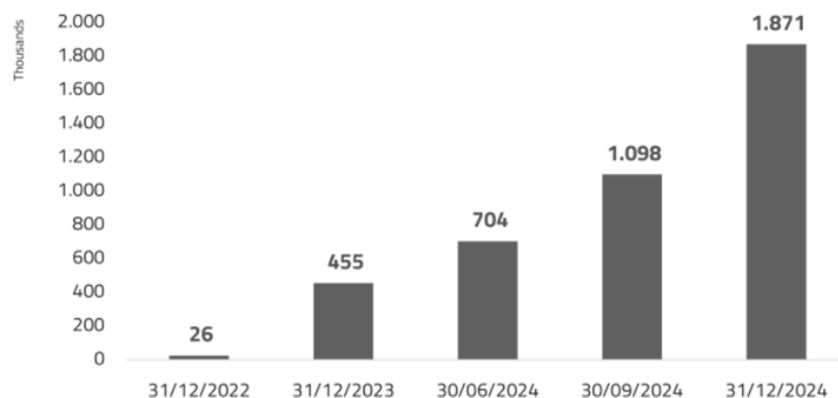
Units sold ('000)	1Q23A	2Q23A	1H23A	3Q23A	9M23A	4Q23A	FY23A	1Q24A	2Q24A	1H24A	3Q24A	9M24A	4Q24A	FY24A	FY24E	A/E
<b>Italy (LB1)</b>	<b>1,067</b>	<b>1,253</b>	<b>2,320</b>	<b>980</b>	<b>3,300</b>	<b>1,153</b>	<b>4,453</b>	<b>1,006</b>	<b>1,367</b>	<b>2,373</b>	<b>1,230</b>	<b>3,603</b>	<b>1,704</b>	<b>5,308</b>	<b>5,387</b>	<b>-1%</b>
growth YoY	15.7%	13.2%	14.3%	4.1%	11.1%	7.3%	10.1%	-5.7%	9.1%	2.3%	25.6%	9.2%	47.8%	19.2%	21.0%	
as % of total	37.8%	35.3%	36.4%	35.8%	36.2%	28.2%	33.7%	39.1%	32.0%	34.7%	36.6%	35.3%	36.4%	35.7%	35.7%	
<b>RoW (LB2)</b>	<b>1,756</b>	<b>2,295</b>	<b>4,051</b>	<b>1,756</b>	<b>5,807</b>	<b>2,940</b>	<b>8,747</b>	<b>1,565</b>	<b>2,901</b>	<b>4,466</b>	<b>2,131</b>	<b>6,597</b>	<b>2,972</b>	<b>9,569</b>	<b>9,683</b>	<b>-1%</b>
growth YoY	10.0%	61.1%	34.1%	-27.0%	7.0%	70.7%	22.4%	-10.9%	26.4%	10.2%	21.3%	13.6%	1.1%	9.4%	4.7%	
as % of total	62.2%	64.7%	63.6%	64.2%	63.8%	71.8%	66.3%	60.9%	68.0%	65.3%	63.4%	64.7%	63.6%	64.3%	64.3%	
<b>total units sold</b>	<b>2,823</b>	<b>3,548</b>	<b>6,371</b>	<b>2,736</b>	<b>9,107</b>	<b>4,093</b>	<b>13,200</b>	<b>2,571</b>	<b>4,268</b>	<b>6,839</b>	<b>3,361</b>	<b>10,200</b>	<b>4,676</b>	<b>14,876</b>	<b>15,070</b>	<b>-1%</b>
growth YoY	27.0%	12.1%	24.3%	30.0%	-18.3%	46.3%	17.9%	-8.9%	20.3%	7.3%	22.8%	12.0%	14.3%	12.7%	10.0%	

Source: Intermonte SIM (E), Company Data (A)

## Feedback from the conference call

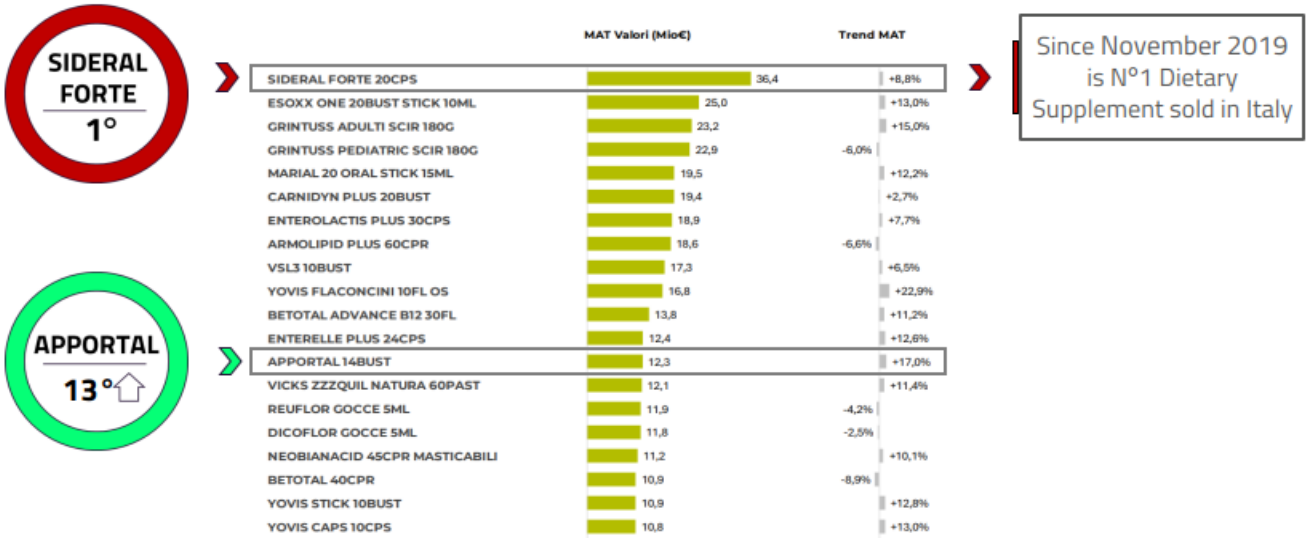
- **FY24 adj. EBITDA margin:** 26.6% (31.1% excl. new businesses). Investment in new businesses: ~€6mn.
- **FY25 outlook:** expected recurring business growth in line with 2024. Strong cash generation supporting new projects with significant investments, leading to a slight margin reduction over the next two years.
- **1Q25 outlook:** too early to assess; easy comp with 1Q23 which declined 3% due to destocking caused by revised distributor inventory policies in Italy.
- **Capital allocation:** after new HQ, no major CapEx expected; more OpEx for growth. M&A possible if attractive targets emerge. DPS: €1.0 (+17% YoY, payout 58%).
- **USA:** no significant impact from trade war; US exports minimal. If the scenario persists, production may shift to the US. Implementation of the American market development plan through PharmaNutra USA, with first results in 2H25 and gradual consolidation over the next two years.
- **Commercial ranking:** PHN #5 in Italy (excluding Cetilar, classified as a medical device). Sideral #1 dietary supplement since 2019, Apportal #13 (improving YoY). All three families have a higher value vs. volume market share due to premium pricing, backed by clinical studies
- **Italy:** salesforce of 160 reps, targeting +20; recruitment challenges remain.
- **Germany:** No figures yet on initial sales. Management to meet Fresenius next week to review early sales results. No material contribution expected in FY25.
- **Foreign markets** contributed 39% of FY24 sales, driven by 95% Sideral and 5% Cetilar. Apportal now distributed in China, Spain (end 2Q), and US (2nd product).
- **Akern** (5% of sales): FY sales +18% YoY; synergies expected in 2025.
- **Sideral** (70% of sales): FY sales +13%, value market share 52.9% (-0.4pp YoY), volume market share 46.7% (-0.7pp YoY) in Italy.
- **Cetilar** (10% of sales): FY sales +13%. Value market share 4.5% (+0.3pp YoY), volume market share 3.2% (+0.3pp YoY) in Italy.
- **Apportal** (9% of sales): FY sales +30%, +9% in 4Q. Seasonal trends in Italy; still perceived as a tonic/energiser (#2). DTC strategy to enhance positioning.
- **China** (1.6% of sales): FY sales €1.87mn; strong 4Q expansion (€0.8mn).

### PharmaNutra: China sales development



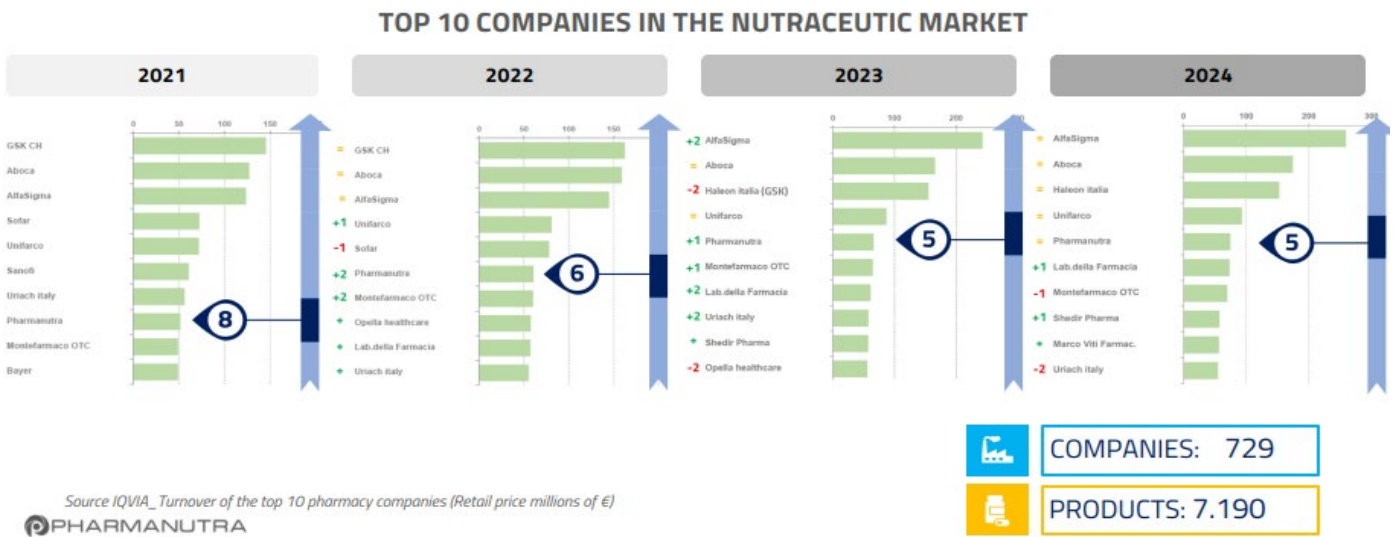
Source: company presentation

PharmaNutra – SiderAL Forte and Apportal in the Top 20 Dietary Supplements Sold in Italy



Source: Company presentation

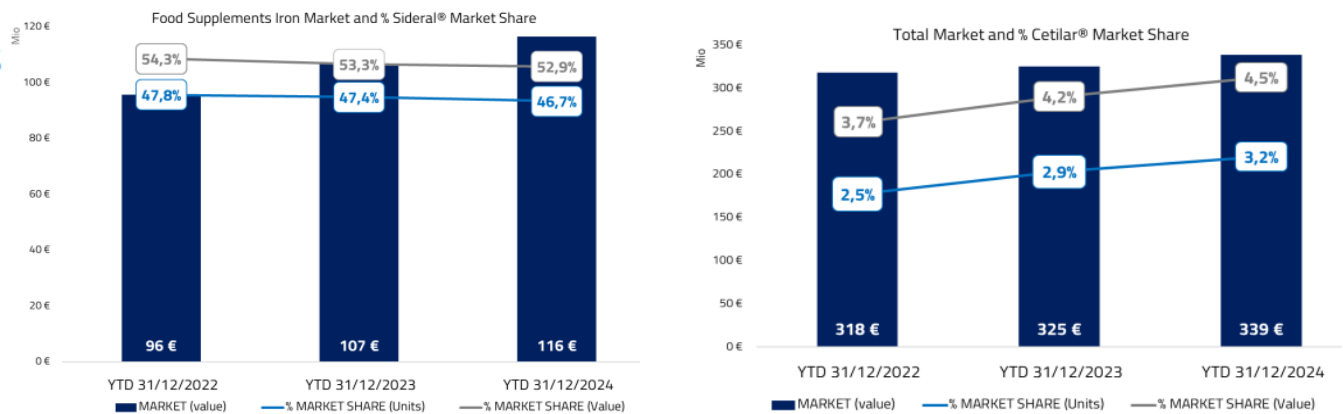
PharmaNutra – Top 10 Companies in the Nutraceutical Market



Evaluation on the Nutraceutical Market; does not include Cetilar

Source: Company presentation

PharmaNutra – Market shares of Sideral (left) and Cetilar (right) in their respective reference markets in Italy



Source: Company presentation



## Change in Estimates

We are raising our FY25-27 top line estimates by 1-2%, but factoring in a 1pp margin drop to account for investments in new ventures. This leads to a 4% cut in 2025 EBITDA, partially offset at EPS (-1% vs. previous estimates) by lower D&A.

### PharmaNutra – 2025-27E Change in Estimates

P&L, Eu mn	Actual Results			New Estimates			Old Estimates			New vs. Old		
	'22A	'23A	'24A	'25E	'26E	'27E	'25E	'26E	'27E	'25E	'26E	'27E
<b>Net Revenues</b>	<b>82.7</b>	<b>100.2</b>	<b>115.5</b>	<b>130.0</b>	<b>144.1</b>	<b>158.4</b>	<b>129.3</b>	<b>141.5</b>	<b>153.0</b>	<b>1%</b>	<b>2%</b>	<b>4%</b>
YoY growth	21.4%	21.1%	15.3%	12.6%	10.8%	9.9%	10.3%	9.5%	8.2%			
Other revenues	0.7	1.8	1.4	1.4	1.5	1.5	1.1	1.1	1.2			
<b>Total Revenues</b>	<b>83.4</b>	<b>102.0</b>	<b>116.9</b>	<b>131.4</b>	<b>145.6</b>	<b>159.9</b>	<b>130.4</b>	<b>142.6</b>	<b>154.2</b>	<b>1%</b>	<b>2%</b>	<b>4%</b>
YoY growth	21.1%	22.3%	14.7%	12.4%	10.7%	9.8%	10.2%	9.4%	8.1%			
Opex	(59.0)	(75.5)	(85.9)	(97.0)	(108.1)	(119.0)	(94.7)	(104.2)	(113.0)			
<b>Adj. EBITDA</b>	<b>24.4</b>	<b>26.5</b>	<b>31.0</b>	<b>34.4</b>	<b>37.4</b>	<b>40.8</b>	<b>35.7</b>	<b>38.4</b>	<b>41.2</b>	<b>-4%</b>	<b>-2%</b>	<b>-1%</b>
YoY growth	21.3%	8.7%	17.2%	10.9%	8.8%	9.1%	8.3%	7.5%	7.4%			
as % of net. sales	29.4%	26.4%	26.9%	26.5%	26.0%	25.8%	27.6%	27.1%	26.9%			
EBITDA	24.4	26.5	31.0	34.4	37.4	40.8	35.7	38.4	41.2	-4%	-2%	-1%
YoY growth	21.3%	8.7%	17.2%	10.9%	8.8%	9.1%	8.3%	7.5%	7.4%			
as % of net. sales	29.4%	26.4%	26.9%	26.5%	26.0%	25.8%	27.6%	27.1%	26.9%			
D&A	(1.3)	(3.1)	(3.7)	(3.9)	(4.3)	(4.8)	(4.9)	(5.1)	(5.0)			
<b>Adj. EBIT</b>	<b>23.0</b>	<b>23.4</b>	<b>27.4</b>	<b>30.5</b>	<b>33.1</b>	<b>36.1</b>	<b>30.8</b>	<b>33.3</b>	<b>36.2</b>	<b>-1%</b>	<b>-1%</b>	<b>0%</b>
as % of net. sales	27.9%	23.3%	23.7%	23.5%	23.0%	22.8%	23.8%	23.5%	23.6%			
EBIT	23.0	23.4	27.4	30.5	33.1	36.1	30.8	33.3	36.2	-1%	-1%	0%
as % of net. sales	27.9%	23.3%	23.7%	23.5%	23.0%	22.8%	23.8%	23.5%	23.6%			
Net fin. Expenses	0.4	(0.1)	(0.2)	(0.3)	0.1	0.5	(0.2)	0.0	0.3			
PBT	23.4	23.3	27.2	30.3	33.2	36.5	30.6	33.3	36.5	-1%	0%	0%
taxes	(8.4)	(10.4)	(10.6)	(9.2)	(10.1)	(11.1)	(9.3)	(10.2)	(11.1)			
tax rate (%)	35.7%	44.8%	39.1%	30.5%	30.5%	30.5%	30.5%	30.5%	30.5%			
minorities (akern)	-	-	0.1	0.1	0.1	0.1	-	-	-			
<b>Net income</b>	<b>15.0</b>	<b>12.8</b>	<b>16.6</b>	<b>21.0</b>	<b>23.1</b>	<b>25.4</b>	<b>21.3</b>	<b>23.2</b>	<b>25.3</b>	<b>-1%</b>	<b>0%</b>	<b>0%</b>
YoY growth	9.3%	-14.7%	29.4%	26.6%	9.7%	10.1%	16.3%	8.9%	9.4%			
EPS (€)	€ 1.56	€ 1.33	€ 1.72	€ 2.17	€ 2.38	€ 2.62	€ 2.20	€ 2.39	€ 2.62	-1%	0%	0%
<b>Adj. Net income</b>	<b>15.0</b>	<b>15.5</b>	<b>16.6</b>	<b>21.0</b>	<b>23.1</b>	<b>25.4</b>	<b>21.3</b>	<b>23.2</b>	<b>25.3</b>	<b>-1%</b>	<b>0%</b>	<b>0%</b>
YoY growth	13.0%	2.7%	7.5%	26.6%	9.7%	10.1%	16.3%	8.9%	9.4%			
<b>Adj. EPS (€)</b>	<b>€ 1.56</b>	<b>€ 1.60</b>	<b>€ 1.72</b>	<b>€ 2.17</b>	<b>€ 2.38</b>	<b>€ 2.62</b>	<b>€ 2.20</b>	<b>€ 2.39</b>	<b>€ 2.62</b>	<b>-1%</b>	<b>0%</b>	<b>0%</b>
<b>FCF, Eu mn</b>	<b>'22A</b>	<b>'23A</b>	<b>'24A</b>	<b>'25E</b>	<b>'26E</b>	<b>'27E</b>	<b>'25E</b>	<b>'26E</b>	<b>'27E</b>	<b>'25E</b>	<b>'26E</b>	<b>'27E</b>
Net income	15.0	12.8	16.6	21.0	23.1	25.4	21.3	23.2	25.3	(0.2)	(0.1)	0.0
D&A	1.3	3.1	3.7	3.9	4.3	4.8	4.9	5.1	5.0	(1.0)	(0.8)	(0.3)
NWC & Other	(2.3)	(3.9)	0.2	(0.9)	(1.4)	(1.5)	(1.4)	(1.4)	(1.4)	0.5	(0.0)	(0.1)
<b>FCFO</b>	<b>14.1</b>	<b>12.1</b>	<b>20.5</b>	<b>24.0</b>	<b>26.0</b>	<b>28.6</b>	<b>24.8</b>	<b>26.9</b>	<b>29.0</b>	<b>(0.8)</b>	<b>(0.9)</b>	<b>(0.4)</b>
Capex	(10.7)	(13.2)	(3.6)	(3.3)	(2.9)	(3.2)	(3.2)	(3.5)	(3.8)	(0.0)	0.7	0.7
as % of net sales	13.0%	13.2%	3.1%	2.5%	2.0%	2.0%	2.5%	2.5%	2.5%			
<b>Equity FCF</b>	<b>3.3</b>	<b>(1.2)</b>	<b>16.9</b>	<b>20.7</b>	<b>23.1</b>	<b>25.5</b>	<b>21.6</b>	<b>23.3</b>	<b>25.2</b>	<b>(0.8)</b>	<b>(0.2)</b>	<b>0.3</b>
M&A	(11.3)	-	-	-	-	-	-	-	-	-	-	-
dividend	(6.9)	(7.7)	(8.2)	(9.6)	(10.5)	(11.5)	(9.1)	(10.6)	(11.5)	(0.5)	0.1	0.1
buybacks	(2.4)	(1.7)	(0.6)	-	-	-	-	-	-	-	-	-
equity financing	-	-	-	-	-	-	-	-	-	-	-	-
Other (IFRS16, etc.)	(0.2)	(2.7)	(0.0)	-	-	-	-	-	-	-	-	-
<b>Change in NFP</b>	<b>(17.4)</b>	<b>(13.3)</b>	<b>8.2</b>	<b>11.1</b>	<b>12.6</b>	<b>14.0</b>	<b>12.4</b>	<b>12.7</b>	<b>13.6</b>	<b>(1.3)</b>	<b>(0.1)</b>	<b>0.4</b>
<b>NFP (+cash/-debt)</b>	<b>10.6</b>	<b>(2.6)</b>	<b>5.6</b>	<b>16.7</b>	<b>29.3</b>	<b>43.3</b>	<b>15.7</b>	<b>28.4</b>	<b>42.1</b>	<b>1.0</b>	<b>0.8</b>	<b>1.2</b>
ND/EBITDA	-0.4x	0.1x	-0.2x	-0.5x	-0.8x	-1.1x	-0.4x	-0.7x	-1.0x			

Source: Intermonte SIM (E), Company Data (A)

## DCF Valuation

On our new estimates, we reiterate our BUY rating and DCF-based TP of €87, which offers >60% upside. Further upside may come from M&A (we see c.€80-100mn of firepower, assuming re-leverage to 2-2.5x 2025E EBITDA). On our new estimates, the stock is currently trading at 25x P/E on FY25 (BioGaia 27x) and 23x on FY26 (BioGaia 24x).

### PharmaNutra – DCF Model (WACC still 6.3%, g unchanged at 3%)

(Eu mn)	'25E	'26E	'27E	'28E	'29E	'30E	'31E	'32E	'33E	'34E	'35E	'36E	TV
<b>Net Revenues</b>	<b>130.0</b>	<b>144.1</b>	<b>158.4</b>	<b>171.2</b>	<b>183.5</b>	<b>195.0</b>	<b>205.5</b>	<b>214.2</b>	<b>222.4</b>	<b>230.0</b>	<b>237.0</b>	<b>244.2</b>	<b>251.5</b>
YoY growth	12.6%	10.8%	9.9%	8.1%	7.2%	6.3%	5.4%	4.2%	3.8%	3.4%	3.1%	3.1%	3.0%
<b>Adj. EBITDA</b>	<b>34.4</b>	<b>37.4</b>	<b>40.8</b>	<b>43.8</b>	<b>46.6</b>	<b>49.4</b>	<b>51.9</b>	<b>54.0</b>	<b>56.0</b>	<b>57.8</b>	<b>59.4</b>	<b>61.1</b>	<b>62.9</b>
% margin	26.5%	26.0%	25.8%	25.6%	25.4%	25.3%	25.3%	25.2%	25.2%	25.1%	25.1%	25.0%	25.0%
D&A	(3.9)	(4.3)	(4.8)	(5.1)	(5.5)	(5.5)	(5.8)	(6.0)	(6.2)	(6.4)	(6.6)	(6.8)	(5.0)
<b>Adj. EBIT</b>	<b>30.5</b>	<b>33.1</b>	<b>36.1</b>	<b>38.7</b>	<b>41.1</b>	<b>43.9</b>	<b>46.2</b>	<b>48.0</b>	<b>49.8</b>	<b>51.4</b>	<b>52.8</b>	<b>54.3</b>	<b>57.8</b>
% margin	23.5%	23.0%	22.8%	22.6%	22.4%	22.5%	22.5%	22.4%	22.4%	22.3%	22.3%	22.2%	23.0%
Taxes	(9.2)	(10.1)	(11.1)	(11.0)	(11.7)	(12.6)	(13.3)	(14.0)	(14.6)	(15.1)	(15.6)	(16.2)	(17.2)
Change in WC	(0.9)	(1.4)	(1.5)	(1.3)	(1.3)	(1.2)	(1.1)	(0.9)	(0.9)	(0.8)	(0.7)	(0.7)	-
Capex	(3.3)	(2.9)	(3.2)	(3.4)	(3.7)	(3.9)	(4.1)	(4.3)	(4.4)	(4.6)	(4.7)	(4.9)	(5.0)
as % of sales	2.5%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%	2.0%
<b>Unlevered FCF</b>	<b>21.0</b>	<b>23.0</b>	<b>25.0</b>	<b>28.1</b>	<b>29.9</b>	<b>31.7</b>	<b>33.4</b>	<b>34.9</b>	<b>36.1</b>	<b>37.3</b>	<b>38.3</b>	<b>39.3</b>	<b>40.6</b>
TV													1,217
year	0	2	3	4	5	6	7	8	9	10	11	12	12
Disc. Factor	1.0	0.9	0.8	0.8	0.7	0.7	0.7	0.6	0.6	0.6	0.5	0.5	0.5
<b>Disc. Flows</b>		<b>20.6</b>	<b>21.1</b>	<b>22.3</b>	<b>22.3</b>	<b>22.2</b>	<b>22.1</b>	<b>21.7</b>	<b>21.1</b>	<b>20.5</b>	<b>19.8</b>	<b>19.2</b>	<b>592.8</b>

Sum of FCF'26-36E	233.0
Terminal value	592.8
<b>Total EV</b>	<b>825.8</b>
Net Cash at YE26	16.7
Minorities	0.0
Treasury shares	4.2
<b>Equity Value</b>	<b>846.6</b>
NOSH (mn)	9.7
<b>FV per share (Eu/share)</b>	<b>87</b>
current price (Eu/share)	53.6
upside vs current price	63%

Source: Intermonte SIM (E), Company Data (A)

### PharmaNutra - TP Sensitivity to WACC (%) and g (%)

		g										
		2.5%	2.6%	2.7%	2.8%	2.9%	3.0%	3.1%	3.2%	3.3%	3.4%	3.5%
WACC	5.3%	108	111	114	118	121	126	130	135	140	146	153
	5.5%	101	103	106	109	112	116	119	123	128	132	138
	5.7%	94	97	99	101	104	107	110	113	117	121	125
	5.9%	89	91	93	95	97	100	102	105	108	111	115
	6.1%	84	85	87	89	91	93	95	98	100	103	106
	6.3%	79	81	82	84	86	87	89	91	94	96	99
	6.5%	75	76	78	79	81	82	84	86	88	90	92
	6.7%	72	73	74	75	77	78	79	81	83	84	86
	6.9%	68	69	70	71	73	74	75	77	78	80	81
	7.1%	65	66	67	68	69	70	71	73	74	75	77
7.3%	62	63	64	65	66	67	68	69	70	71	73	

Source: Intermonte SIM

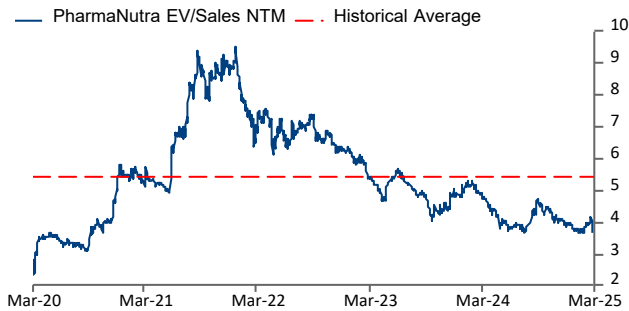


### PharmaNutra: Valuation Multiples

	Currency	Price	Mkt. Cap (Eu mn)	Abs. Perf. (%)				EV/Sales (x)			EV/EBITDA (x)			EV/EBIT (x)			Adj. P/E (x)			Div. Yield (%)		
				1m	6m	Ytd	12m	25E	26E	27E	25E	26E	27E	25E	26E	27E	25E	26E	27E	25E	26E	27E
PHN(@mkt price, our est.)	EUR	53.6	519	3%	-11%	-1%	-10%	3.9	3.4	3.0	14.6	13.1	11.6	16.5	14.8	13.2	24.7	22.5	20.4	2.0%	2.2%	2
PHN (@mkt price, cons.)	EUR	53.6	519	3%	-11%	-1%	-10%	3.7	3.0	n.a.	13.2	12.8	n.a.	15.4	12.0	n.a.	n.a	n.a	n.a	1.8%	2.2%	0
PHN (@TP, our est.)	EUR	87	842					6.4	5.6	5.0	24.0	21.7	19.6	27.0	24.6	22.1	40.0	36.5	33.2	1.2%	1.4%	1
BioGaia	SEK	115.4	1,059	-10%	-2%	3%	-9%	6.6	5.9	5.3	18.9	19.0	14.6	19.9	17.5	15.4	26.7	23.5	20.7	4.3%	4.8%	4
Haleon PLC	GBP	3.9	41,624	1%	-2%	3%	19%	3.7	3.5	3.3	14.8	14.5	12.9	16.5	15.3	14.3	20.4	18.9	17.6	1.9%	2.1%	2
Jamieson W.	CAD	28.2	758	-12%	-15%	-23%	8%	1.8	1.6	1.4	9.2	8.9	6.7	11.0	9.0	7.6	14.4	12.1	10.2	3.1%	3.4%	3
Orion Oyj	EUR	55.6	7,817	8%	20%	30%	55%	4.8	4.0	4.1	15.7	15.4	13.1	18.0	12.5	14.5	21.4	15.6	17.7	3.1%	3.4%	3
Recordati	EUR	52.7	11,021	-12%	4%	4%	0%	4.8	4.5	4.2	13.0	12.7	11.0	16.2	14.8	13.2	16.9	15.6	14.7	2.8%	3.1%	3
Nature's Sunshine Produ	USD	13.0	221	-10%	-7%	-11%	-34%	0.3	0.3	n.a.	3.5	3.4	n.a.	6.7	5.6	n.a.	16.6	14.3	n.a	0.0%	0.0%	0
USANA Health Sciences, I	USD	29.1	507	-8%	-24%	-19%	-41%	0.4	0.3	n.a.	3.1	2.6	n.a.	5.0	3.4	n.a.	10.6	9.4	n.a	0.0%	0.0%	0
<b>Broader Peer Group</b>								<b>3.2</b>	<b>2.9</b>	<b>3.6</b>	<b>11.2</b>	<b>10.9</b>	<b>11.6</b>	<b>13.3</b>	<b>11.2</b>	<b>13.0</b>	<b>18.2</b>	<b>15.6</b>	<b>16.2</b>	<b>2.2%</b>	<b>2.4%</b>	<b>2</b>
FTSE Italia Mid Cap		50,729	43,229	0%	10%	6%	8%															
FTSE Italia Star		44,691	17,754	-6%	-2%	-1%	-4%															
FTSE MIB		38,655	561,248	2%	15%	13%	14%															
FTSE Italia All-Share		40,930	610,700	2%	15%	12%	14%															

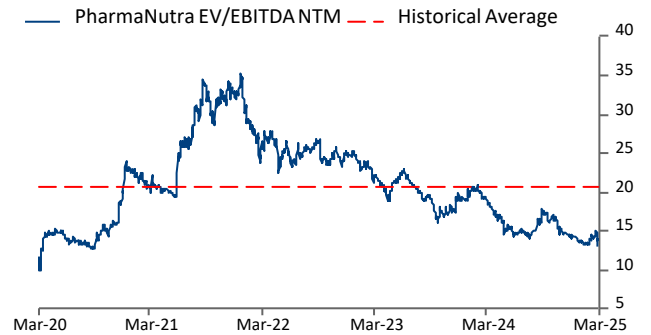
Source: Intermonte SIM, FactSet Consensus

### PharmaNutra - EV/Sales NTM evolution



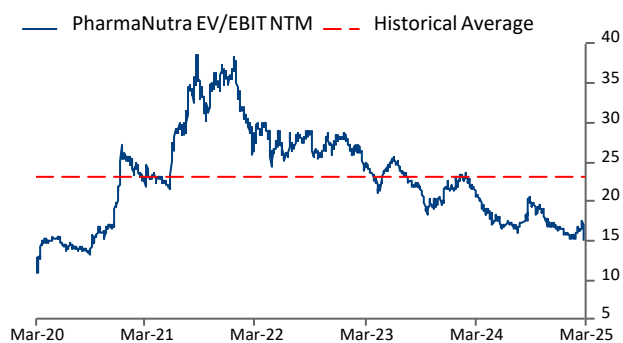
Source: FactSet

### PharmaNutra - EV/EBITDA NTM evolution



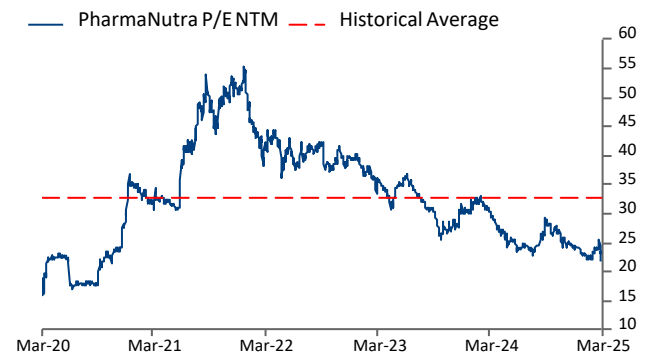
Source: FactSet

### PharmaNutra - EV/EBIT NTM evolution



Source: FactSet

### PharmaNutra - PE NTM evolution



Source: FactSet

## PharmaNutra in Brief

### Company description

Founded by the Lacorte brothers and established in 2003, **PharmaNutra** develops unique nutraceuticals and innovative medical devices, overseeing the entire production process from proprietary raw materials to the finished product. With products distributed in Italy (own network of c.160 sales representatives) and worldwide (via a consolidated network of top-class partners), in fewer than 20 years the group has become a leading player in the iron-based oral food supplements market (SiderAL line), where it boasts major patents linked to Sucrosomial® Technology and enjoys overwhelming market share in value terms (>50%). Since YE20, the company's shares have been listed on the STAR segment.

### Strengths/Opportunities

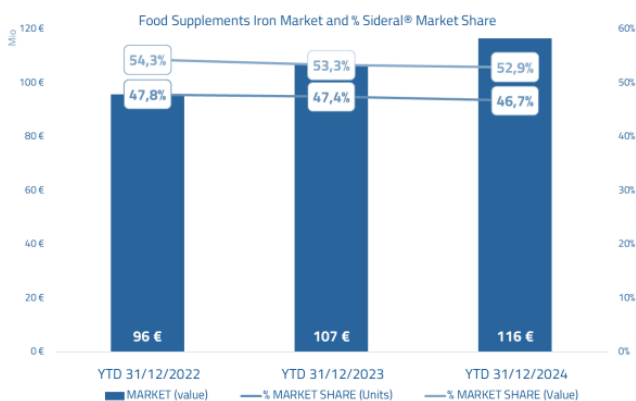
- Unchallenged leadership in the fast-growing oral iron supplement market niche (c.53% market share in FY24);
- Intellectual property protection of technologies (Sucrosomial®); no patents expiring before 2032;
- Wide salesforce coverage (c.160 single-firm agents) in the domestic market;
- Product portfolio highly marketable to the medical profession with high quality recognised by physicians;
- International growth: enlargement of product portfolio with existing partners; gradual penetration of key countries (Germany, UK, France, China, Japan, and USA) using tailored strategies.

### PharmaNutra – Global Footprint: 86 Countries with 58 Partners



Source: Company Data

### PharmaNutra – SiderAL ~53% M/S and a Retail Price Premium in FY24



Source: Company Data

### Management

**CEO:** Roberto Lacorte  
**Chairman:** Andrea Lacorte  
**COO:** Carlo Volpi  
**CFO:** Francesco Sarti

**Next BoD renewal:** Spring, 2026

**Independent directors:** 3/7

**Female directors:** 2/7

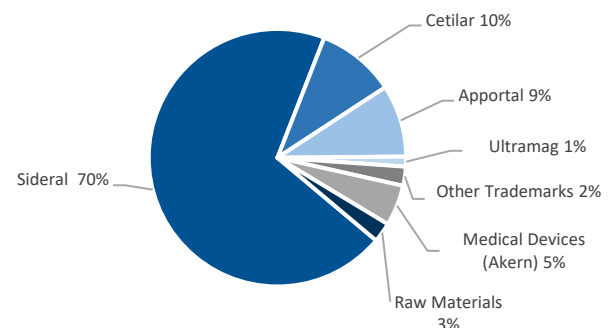
### Shareholders

Andrea Lacorte (Alh S.r.l.)	31.38%
Roberto Lacorte (Rlh S.r.l.)	23.13%
Carlo Volpi (Beda S.r.l.)	10.50%
Market	35.00%

### Weaknesses/Threats

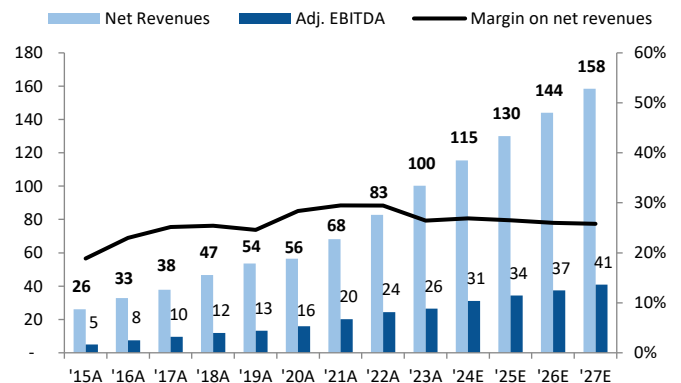
- Pipeline highly concentrated on iron-based products (SiderAL line c.70% of sales in FY24);
- Subscale in a sector typically dominated by large, global players, increasing competition
- Limited M&A track record abroad so far (Akern);
- Dependence on third-party sale distribution agreements internationally;
- Any failure in executing the start-up phase of the key initiatives (USA, Cetilar Nutrition, España, China, Akern) to support long term growth.

### PharmaNutra – Breakdown of Net Sales in FY24A (€115mn)



Source: Company Data

### PharmaNutra – Revenue, Adj. EBITDA and Margin Trend



Source: Company Data (A), Intermonte Estimates (E)

DETAILS ON STOCKS RECOMMENDATION			
<b>Stock NAME</b>	<b>PHARMANUTRA</b>		
Current Recomm:	BUY	Previous Recomm:	BUY
Current Target (Eu):	87.00	Previous Target (Eu):	87.00
Current Price (Eu):	53.60	Previous Price (Eu):	53.40
Date of report:	17/03/2025	Date of last report:	12/11/2024

